

Chemist & Druggist

Benn >>

JANUARY 3 1976 THE NEWSWEEKLY FOR PHARMACY



It's time we were seen and not heard.

If you hide your stocks of Durex under the counter, your customers won't know about the smart, new packaging. Unless, of course, they hear about it from their friends.

Gossamer, Nu-Form and Fetherlite have all been given bright, modern packs to bring them more in line with the elegant and modern Black Shadow and Fiesta.

Durex has the largest and most popular range of protectives. And

now that we are showing the colours, we hope that you will too.

So don't hide us away. After all, some people don't like to ask.

Put us on show and watch your sales grow.



durex®

**The safe way to protect
your contraceptive business.**

Numark TV campaign to be extended

Bernard Silverman: A 'multiples' man

Revised MDA handwriting exemptions

We're putting 4,300 salesmen on the road for you.

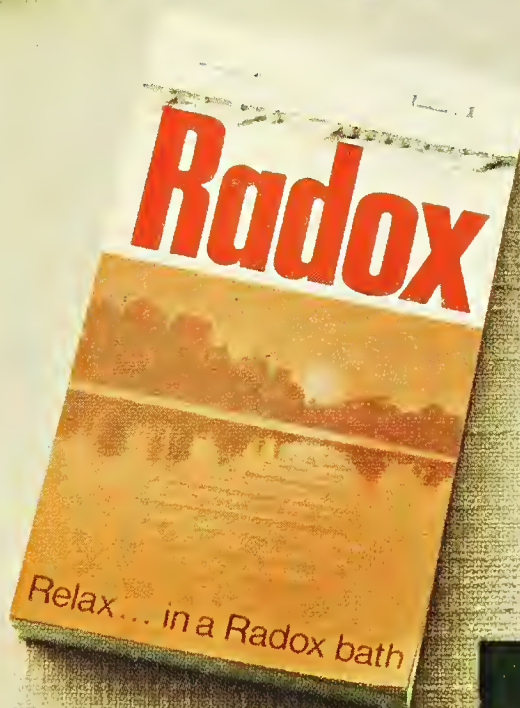
Not content with television alone, the brand leader is going on posters, nationwide. Throughout February and March, these persuasive salesmen will be selling to *your* customers, as they shop.

Altogether, they'll be reaching 95% of all housewives – and reaching them 75 times over, during the two month period. So order extra Radox (Salts and Liquid), in all three fragrances, now.

After all, you don't want to let your sales force down.

Radox - the biggest one

Put a little relaxation
on your shopping list.



Nicholas
Radox is a trademark



Radox is a trademark

Chemist & Druggist

The newsworthy for pharmacy

3 January 1976 Vol. 205 No. 4996

117th year of publication

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Published Saturdays by Benn Brothers Ltd
25 New Street Square, London EC4A 3JA (01 353 3212)

Editorial and Advertisement Offices
25 New Street Square, London EC4A 3JA (01 353 3212)

Regional Advertisement Offices

Midlands: 240-244 Stratford Road, Shirley, Solihull, West Midlands B90 3AE 021 744 4427

North East: Permanent House, The Headrow, Leeds LS1 8DF 0532 452841

Scottish: 74 Drymen Road, Bearsden, Glasgow 041 942 2315

North West: 491 Chester Road, Old Trafford, Manchester M16 9HF 061 872 5151

West Country and South Wales: 10 Badminton Road, Downend, Bristol BS16 6BQ 0272 564827

Subscription Department: 125 High Street, Colliers Wood, London SW19 2JN. Telephone 01 542 8575

Subscription: Home and Overseas £18 per annum
40p per copy (by post 50p)



Comment

Non-discrimination

With women comprising an ever larger proportion of the pharmaceutical register, the profession of pharmacy has long ago been led into abandoning almost all employment practices which discriminate between the sexes. However the Sex Discrimination Act 1975, which came into effect this week, does lay traps for the unwary employer.

The Act says that a person discriminates against a woman if she is treated, on the grounds of her sex, less favourably than a man, or if a requirement or condition is applied to her detriment which is such that the proportion of women who can comply is considerably smaller than the proportion of men who can comply—unless it can be shown that the condition is justifiable, irrespective of the sex of the person. The Act applies equally in reverse—to discrimination against men—and similarly covers discrimination on the grounds of marital status.

It is now unlawful for an employer with more than five employees to discriminate in his methods of recruitment, or between applicants for jobs, or between existing employees in the treatment accorded them, particularly in such matters as promotion, transfer or training (but not in relation to pensions or retirement). Discrimination in these areas is permitted in small businesses, but in arriving at the maximum of five employees, the Act adds on "the number employed by any associated employers." Thus the exemption would seem not to be available to partnership arrangements involving more than one set of premises if the total of employees is more than five, or where each pharmacy in a group is operated as a separate limited company.

There are few exemptions to the employment rules, but discrimination is permitted where "being a man is a genuine occupational qualification for the job"—and this is closely defined. Physical strength or stamina are not acceptable "qualifications", but the need to preserve decency or privacy are (the NPU in its forthcoming *Supplement* suggests that hosiery measurement and truss-fitting will qualify). However, the exemption is not applicable if, when filling the vacancy, the employer already has sufficient male employees capable of carrying out these duties.

The Act, which came into force on the same date (December 29, 1975) as the Equal Pay Act 1970, extends the latter by deeming an "equality" clause to be included in any woman's contract of employment. It also makes it unlawful to discriminate against women in respect of loans, credit or finance—but whether more women pharmacists will be able to become proprietors remains to be seen!

Unlawful, too, is the advertising of job descriptions such as "salesgirl", which are to be interpreted as an intention to discriminate unless the advertisement contains an indication to the contrary. An employer or principal is liable for anything done by his employee or agent which infringes the Act unless he can show that he tried to prevent it—not knowing or not having approved the action are insufficient defences here.

The Act will be enforced through the courts and industrial tribunals—the remedies being damages or compensation (including damages or compensation for "injured feelings"), a declaration of the rights of the parties, an injunction, or recommendation of a course of action. Sufficient, surely, to cause the employer to err on the side of caution.

Numark TV campaign to be extended

Plans are well advanced for Numark television advertising in the north-east of England—and use of the medium may soon spread to other areas. This development follows a campaign begun recently in Ulster (*C&D*, December 6, 1975, p770).

Independent Chemists Marketing Ltd say that research had shown television coverage in Ulster could be more effective than Press advertising, which has been used until now. "Television advertising in Northern Ireland must still be considered to be on a trial basis," according to Tom Hutchinson, director of the Numark wholesalers in Northern Ireland. "These commercials have created a tremendous amount of excitement amongst our members. We shall be continuing with television for the next few months to give us proper time to assess the impact of the medium." Most Numark members would choose television advertising in preference to the Press, say ICML but it is not always practical.

"Northern Ireland is fortunate in this respect," says Charles Morris-Cox, Numark marketing controller. "Ulster Television cover the entire franchise, there are no fringe area difficulties and, not least, the costs are reasonable."

The idea of a special campaign in the north-east to support the national promotion in February was put to a large gathering of members recently at a meeting in Wallsend. There was an enthusiastic response and one member commented, "We must have a series of special television promotions if we are to get real consumer impact and the right image for Numark shops."

"I see the use of television as a major step forward in our aims to strengthen the group's consumer image," says Charles Morris-Cox.

NPU seeks interest on overdue VAT payments

The National Pharmaceutical Union asked the Chancellor of the Exchequer to consider legislation to enable interest to be paid on repayments of value added tax overdue to a retailer for more than two weeks.

A letter from the secretary, Mr J. Wright, points out that the Finance (no 2) Act 1975 provided for interest to be charged on unpaid tax, whether or not the taxpayer is appealing against the assessment. Although in many instances interest is also payable on repayment of tax due from the Revenue to taxpayers, in the case of VAT repayment there is no such provision.

"The vast majority of our members, independent retail pharmacists, are repayment traders for VAT purposes. The

officials at the VAT Central Unit in Southend-on-Sea are efficient and now that the teething troubles of the computer have been largely cured the repayments of tax are made very promptly. But occasionally something goes wrong and there is a delay which can be prolonged and can have serious consequences for the trader concerned, especially in these days of cash-flow difficulties. I am at present in correspondence with Southend on behalf of one of our members who has been waiting for a four-figure VAT repayment since July."

Mr Wright also makes the point that retailers who are repayment traders do not benefit so markedly from the cash-flow point of view as others who collect more tax from customers than they pay to their suppliers.

More registered drug addicts in 1974

The number of registered narcotic drug addicts in the UK rose by 9 per cent in 1974 compared with the previous year.

Figures released by the Home Office recently showed that 1,980 addicts were registered at the end of the year (1,817 in 1973). While the number of addicts notified for the first time increased by 10 per cent, the number of former addicts renotified fell by 6 per cent and 1,290 people ceased to be recorded.

The most common age for addicts was 23 to 26 years although nearly a quarter of females were aged 50 or over. Since 1970 the proportion known to be on methadone alone rose from 51 per cent to 66 per cent; the proportion on methadone and heroin declined from 17 per cent to 12 per cent and on heroin alone from 10 per cent to 6 per cent.

In 1974 11,423 people were found guilty of Misuse of Drugs Act offences, a fall of 17 per cent over the previous year.

Customs seizures of drugs a record £8.5m

British Customs officers seized a record £8.5m worth ("at street value") of drugs in smuggling attempts during the year ended March 31, 1975.

Of a total 871 seizures, 739 involved cannabis. Individual seizures included 9kg opium, 28,000 LSD tablets, 24,000 and 18,000 methylamphetamine tablets, and an unlicensed commercial consignment in transit through the UK of over 10m dexamphetamine sulphate tablets. Legal proceedings were taken in 471 cases and prison sentences totalling 651 years imposed.

These figures are given in the report of the Commissioners of HM Customs and

Excise (HM Stationery Office, £2.35) published recently.

On March 31, 1975, about 290,000 persons involved in retail distribution were registered for VAT and were responsible for a net tax payment of £222.9m (total net receipts from VAT was £2,509.5m). Net tax repayable to chemists and photographic dealers for the year 1974-75 was £8.1m.

Import duties on pharmaceutical products amounted to £1.54m (£1.56m).

EEC pharmacy group moves for agreement on training

The EEC *Groupement* is in the process of drawing up a document—representing the collective views of European pharmacists on education—which could form the basis of a Draft Directive on the free movement of pharmacists.

The *Groupement's* Executive Council discussed the problem in Brussels last November and a draft document was later circulated to members for consideration and approval at national level, prior to being sent on to the EEC Commission. Details about the document were not disclosed, but the discussion at the meeting had centred on such issues as the desirability of insisting on a knowledge of the language and health legislation of the host countries—although such consideration had not been taken into account for doctors. On a proposed ideal of a five year university-based course, followed by one year of practical training, some delegates pointed out that courses could not be assessed solely on quantitative criteria.

David Sharpe on radio

Mr David Sharpe, chairman, National Pharmaceutical Union, and member of the Society's Council, was interviewed on Tuesday during the BBC radio programme "Woman's hour" series on "Do-it-yourself medicine." It was his second broadcast in the series. He gave advice on stocking a medicine cabinet, stressing that it should be kept locked in a safe place, not in a hot steamy bathroom. He recommended asking a pharmacist for the most suitable non-stick dressing for burns, antiseptics and magnesium trisilicate mixture. Among other items mentioned were aspirin (with paracetamol alternative) and menthol and eucalyptus inhalation for catarrh.

Rural committee meets

The National Joint Committee on Rural Dispensing was to hold its second meeting on December 31, 1975.

It was expected to be the first meeting at which viewpoints of both doctors and pharmacists would be fully discussed—the meeting on November 13, 1975, was largely concerned with administrative procedure. The committee is expected to report to the Central NHS (Chemist Contractors) Committee at the end of January.

Six fewer pharmacies

There was a net loss of six pharmacies to the Pharmaceutical Society's register of premises in November 1975. Closures totalled 17 (England 9, Wales 1, Scotland 5 and London 2) against 11 new openings (England 8, Scotland 1 and London 2).

OFT proposes compulsory tax-inclusive retail prices

The Office of Fair Trading has proposed that it be an offence for anyone to state a retail selling price, or charge for goods or services, which does not include tax payable—such as VAT. It also recommends that it be an offence to advertise any other price—eg a manufacturers recommended price or maximum price—which excludes the amount of tax payable on retail sales.

Under the suggestions, which are contained in a consultative document published last month, a trader could give a breakdown of the "all-in" price, provided the total price was shown in figures at least as prominent as the rest. The Office has been looking into the problems arising from "misleading" pricing of all kinds, and this is the first set of proposals produced. Comments, to arrive by January 31, should be addressed to: Office of Fair Trading (VAT), New Court, Carey Street, London WC2A 2JT.

Price restraint scheme talks continue

Talks on the proposed voluntary price restraint scheme are progressing at an acceptable rate, a spokesman for the Department of Prices and Consumer Protection told *C&D* on Monday. No agreement had up until then been reached on what items would be included in the scheme but the spokesman felt the discussions would be completed later this month, allowing the programme to start early in February. □ The number of items proposed for the scheme has been reduced from 77 to 40, according to a report in *Financial Times* on Tuesday.

FDA publishes rules on drug price advertising

The US Food and Drug Administration has published rules governing the information to be given on prescription drug price advertisements by pharmacies.

The rules do not themselves require public posting or advertising of prescription drug prices, but are intended to ensure that where such advertising does occur, the consumer receives "full, fair and comparative information." Some 13 states currently require posting of drug prices in pharmacies and two others permit it—all 15 permitting price advertising in newspapers or on radio and television. However a further 24 states have laws or regulations which prohibit such advertising.

FDA's rules require that the following information be contained in the price list or advertisement: brand and generic names, strength, dosage form and price charged for a specific quantity of the product. All charges to the consumer must be

stated, including the cost of the drug, the pharmacist's professional fee and any handling and mailing costs. Other information may also be provided, so long as it is not false or misleading and does not comment on the product's safety, effectiveness or uses. The rules are due to become effective this month, but existing price lists and advertisements may be used until the next printing, or for one year, whichever is sooner.

'JHP killed by ASTMS policy on advertisements'

It was the policy of the Association of Scientific, Technical and Managerial Staffs not to publish any journal which accepts advertisements from the pharmaceutical industry which led to the demise of the *Journal of Hospital Pharmacy*.

This is revealed in the editorial to the final issue of the *Journal* last month, where it is also stated that an offer to subsidise it had been turned down. The editorial argues that such is the real reason for the closure rather than, as some members feel, the fault lying with Guild councils for not having more imagination and more faith in the *Journal*, or any dislike ASTMS may have of a publication which asked that professional conduct and know-how be left to professionals.

The death of the *JHP* "is seen as symptomatic of the way the Guild's

autonomy is being eroded" and a meeting had been arranged for later this month between Guild and union officials to clarify the original merger terms in that respect. The editorial adds: "The merger was meant to be of mutual benefit to the Guild and ASTMS and the closure of the *JHP*, particularly for the reasons given, is seen by many as a stifling of the true voice of hospital pharmacy and a turning away from the agreement."

No plans yet for vaccines against new flu virus

Major manufacturers have no definite plans as yet to produce vaccines against a new strain of influenza A virus isolated recently.

The virus—influenza A/New Guinea/1/75—has been held responsible for about 400 deaths in Papua New Guinea. According to a report from the Central Public Health Laboratory, Middlesex, in a recent *British Medical Journal*, similar strains have been isolated in Taiwan, the Philippines and Victoria, Australia.

A spokesman for Duphar Laboratories Ltd told *C&D* that the company had no immediate plans to produce a new influenza vaccine as the virus had not yet been identified in Europe, but a "close watch" was being kept on its progress.

Duncan Flockhart & Co Ltd also said they had no plans at the moment to produce such a vaccine which would in any case take at least three months to come onto the market.

Epidemiologists at the Central Public Health Laboratory believe resistance to the new strain is low in the UK so infection could be widespread but not necessarily severe. They also anticipate an outbreak of influenza B infection as few cases were reported last winter and it is unusual to have more than one season free from influenza B. Predominant strains in Britain were A/Port Chalmers/1/73 and A/Scotland/74.

USDAW oppose West Midlands County Council Bill

The Union of Shop, Distributive and Allied Workers is opposing the West Midlands County Council Bill which would enable the local authority to carry out commercial activities.

The Executive Council of USDAW claims that there are generally too many shops in Britain already and that there is no evidence that co-operatives or private retailers are failing to provide adequate shopping facilities for the public.

Lord Allen, USDAW general secretary, has written to the Union's sponsored MPs saying: "Retail distribution is one area of the economy where competition operates very strongly in keeping down the level of consumer prices and enforcing at the same time a degree of quality control. It is unlikely that the entry of local authorities into retailing would provide any additional impetus towards efficiency in distribution. It could only change the pattern of consumer spending and, by increasing the number of outlets, exacerbate the problems of excess shopping capacity."

The Co-operative movement already provides a form of social ownership, and

other forms of social ownership through the medium of municipal shops is neither necessary nor desirable.

If only a few municipal shops are planned it seems unlikely that there will be sufficient expertise or market possibilities to provide the range, value for money and quality of service that is available in the best existing retail outlets.

Local authorities at present have responsibility in relation to providing shopping facilities in new housing areas and, where the number of premises available are restricted, the power of authorities to establish their own shops would be to create a monopoly situation at the expense of established retailers, which might go to the extent of effectively eliminating consumer choice in an area.

The Union has consistently taken the view that as there is still an over-abundance of shops, creating great waste of resources, planning and licensing of shops under an independent authority is essential. For this reason alone, if no other, it must oppose the creation of yet another form of retailing, albeit as part of a municipal service."

Revised list of 'handwriting' exemptions

The Home Office has issued a new list of doctors exempted from the handwriting requirements of Regulation 15(1)(b) of the Misuse of Drugs Regulations 1973, with the effect that only the signature need appear in their own handwriting on prescriptions for Controlled Drugs. The new list, which came into force on January 1, will remain effective until June 30, which is also the expiry date of current licences to prescribe, administer and supply heroin and cocaine to addicts. The exempted doctors, by hospitals, are as follows:

London

Charing Cross Hospital, Psychiatric Unit Annex, 57 Aspenlea Road, London W6 8LH: J. Buchanan, G. B. Oppenheim, V. R. Pandita-Gunawardena, G. Robson, A. Sittapalam.

Guy's Hospital, Department of Psychological Medicine, London SE1: C. A. Guercio, A. B. Osborne, J. H. P. Willis.

Hackney Hospital Addiction Treatment Centre, London E9 6BE: J. W. Mack, J. L. Reed.

Lambeth Hospital, Brook Drive, London SE11 4TH: J. Edeh, M. A. Sheikh.

St Clement's Hospital Drug Dependency Treatment Centre, 2a Bow Road, London E3 4LL: J. Denham, C. P. Humphries.

St George's Hospital Drug Dependency Clinic, Blackshaw Road, London SW17 0QT: P. T. d'Orban, G. S. Tregenza.

St Luke's-Woodside Hospital, Simmons House, Woodside Avenue, London N10 3HU: P. Boyd, L. de la Sierra.

St Mary's Hospital Drug Dependency Centre, Woodfield Road, London W9: S. Das Gupta, J. G. Weir.

St Thomas' Hospital, Lambeth Palace Road, London SE1 7EH: S. Haye, W. C. Hughes, J. Merry, H. F. Oakeley, M. S. Samuel, A. F. Tegg. St Thomas' Medical School: M. J. Pritchard.

Tooting Bec Hospital, Tooting Bec Road, London SW17 8BL: T. H. Bewley, F. A. Hennessey.

University College Hospital (National Temperance Hospital) Drugs Dependence Clinic, 122 Hampstead Road, London NW1 2LT: G. N. Brown, M. M. Glatt, J. A. Jones, M. Mitcheson.

Westminster Hospital Psychiatric Department, 53 Vincent Square, London SW1: P. Aylett, G. Dhanani.

Rest of England

All Saints Drug Addiction Unit, All Saints Hospital, Lodge Road, Birmingham B18 5SD: M. I. Akhter, N. W. Imlah, N. G. Lambert, A. C. P. Sims.

Cane Hill Hospital, Coulsdon, Surrey CR3 3YL: H. Dale Beckett.

Herbert Hone Clinic, 11 Buckingham

Road, Brighton, Sussex: E. G. Fisher, M. Lightbody, D. Parr, G. D. Pirrie.

Queen Elizabeth II Hospital Drug Addiction Clinic, Howlands, Welwyn Garden City AL7 4HQ: J. L. McClure, A. Model. St Nicholas Hospital, Parkwood House, Gosforth, Newcastle-upon-Tyne NE3 3XT: A. H. Freed, D. D. Kothari, S. E. Proctor.

West Middlesex Hospital, Isleworth, Middlesex: E. M. Curry, F. P. Haldane. St Francis Hospital, Haywards Heath; Brighton General Hospital, Elm Grove; Royal Sussex County Hospital, Eastern Road, Brighton: A. Folkson.

Scotland

Southern General Hospital Drug Clinic, Glasgow G51 4TF: P. Mullin.

Many new script products from Warner-Lambert?

Warner-Lambert Co, New York, expect sales to have exceeded \$2,000m in 1975, an increase of about 14 per cent, with earnings ahead about 11 per cent over 1974. Chairman E. Burke Giblin said the company's \$75m research programme is gaining momentum with more new pharmaceutical products pending approval around the world than ever before.

In addition to three new prescription products introduced in 1975, Mr Giblin

reported that Vira-A, a unique anti-viral drug, and Prazepam, a tranquiliser, are scheduled for domestic marketing in 1976. Warner-Lambert scientists have also made important progress in developing cholesterol-lowering drugs and anti-hypertensive agents. In addition, research is progressing on "cognition activators", scientifically advanced drugs which enhance memory and learning in the aged and young.

On a worldwide basis, Mr Giblin reported that sales of pharmaceutical products increased 15 per cent in 1975; sales of consumer products also increased 15 per cent, and the company's optical operations achieved a 7 per cent gain.

Mr Giblin said that Warner-Lambert are concentrating their drug research efforts in three prime areas: cardiovascular, renal drugs, anti-infective agents and psychotropic drugs, although continuing support is being placed behind promising projects in the anti-inflammatory, fertility and ophthalmic fields.

Vira-A is an anti-viral agent which controls herpes simplex infections of the eye, a potentially blinding disorder. Warner-Lambert expect FDA clearance for this indication in the near future, and further expects a supplemental FDA submission in 1976 covering the drug's use against other viruses including those causing cold sores, shingles and herpes-related venereal disease.

Shopfitting

New system cuts costs

Olney Brothers say they are offering "huge savings" on pharmacy refits or partial refits. Their Interplan System 80 is now to be made in 4ft as well as the existing 3ft module, producing a net saving of about 15 per cent depending on installation site and job size.

In addition, Olney are reducing prices by another 15 per cent for a limited period in order to promote the sale of the 4ft system and secure showroom sites around the UK. New colourful finishes and shapes to pelmets are also to be added to provide an eye-catching colour scheme to any store. The makers claim that an attractive retail environment can

be provided by Interplan System 80 without the need for other expensive decorations or alterations.

The new equipment also incorporates mid-shop or centre-shop units with a wide variety of coloured, shaped pelmets and cross-link pelmets plus half-back panels enabling attractive arrangements of displays to link closely with wall fittings. Flexibility is said to be such that the installation allows low cost products to be displayed correctly as well as high cost merchandise. Olney's design studio can create a desired result by selection of components and choice of correct lighting and other decorations such as floors, suspended ceilings, etc, all services offered by Olney Brothers Ltd, Jado House, Northbridge Road, Berkhamsted, Herts HP4 1EG.



aronde

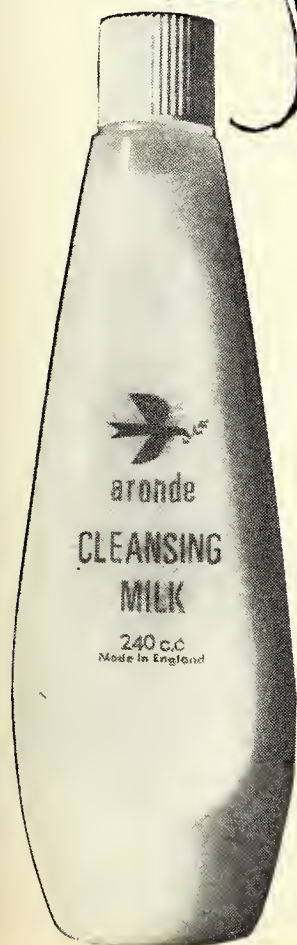
Cleansing Milk

**goes
national for
big, big sales**

**Millions of women will
"read all about it"**

Aronde advertisements will be seen by 7,607,000 women in the big, National News of the World. 12,548,000 fashion conscious women will be reading about Aronde products in Vogue, Woman and Home, Woman's Weekly Libraries, and Woman's Weekly. Multiply all these by the number of insertions, and it all adds up to a staggering number of chances to see this big, influential campaign for Aronde. That means bigger, better sales for you! So don't be caught out — stock up now, and be ready to meet the demand.

Columbia Products Co. Ltd.,
Sherbourne Avenue, Binstead,
Ryde, Isle of Wight.
Tel: Ryde 3761



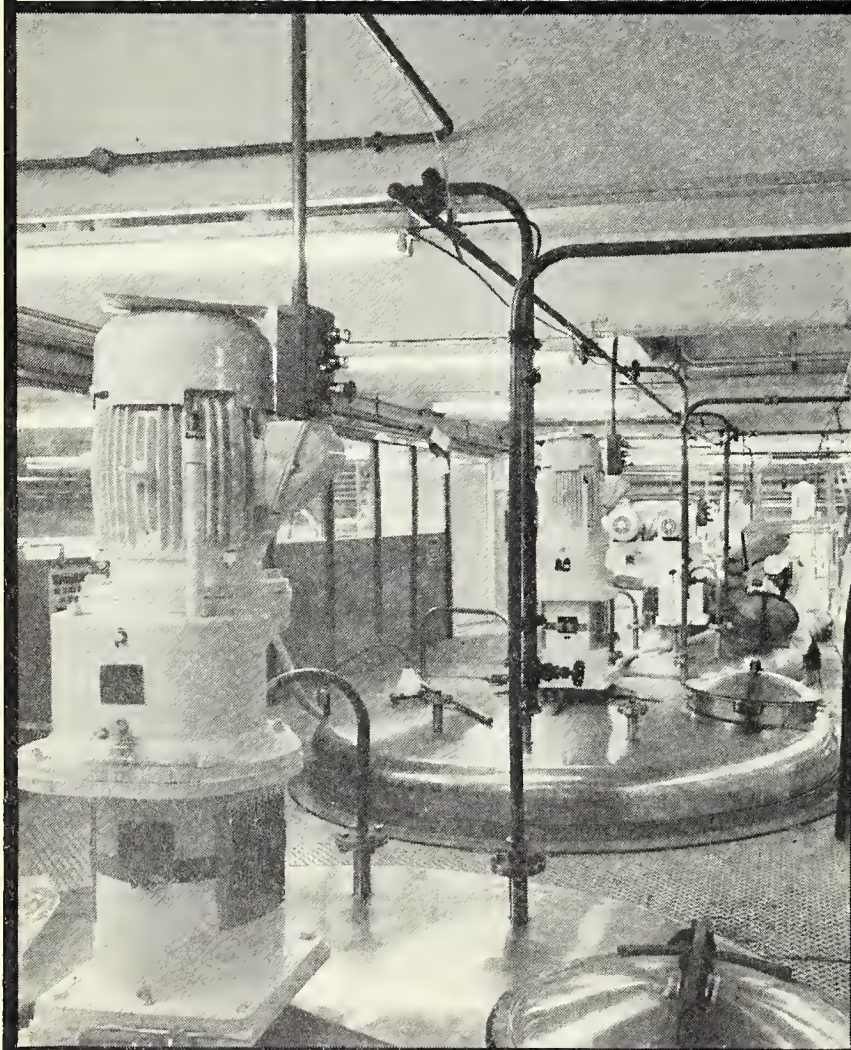
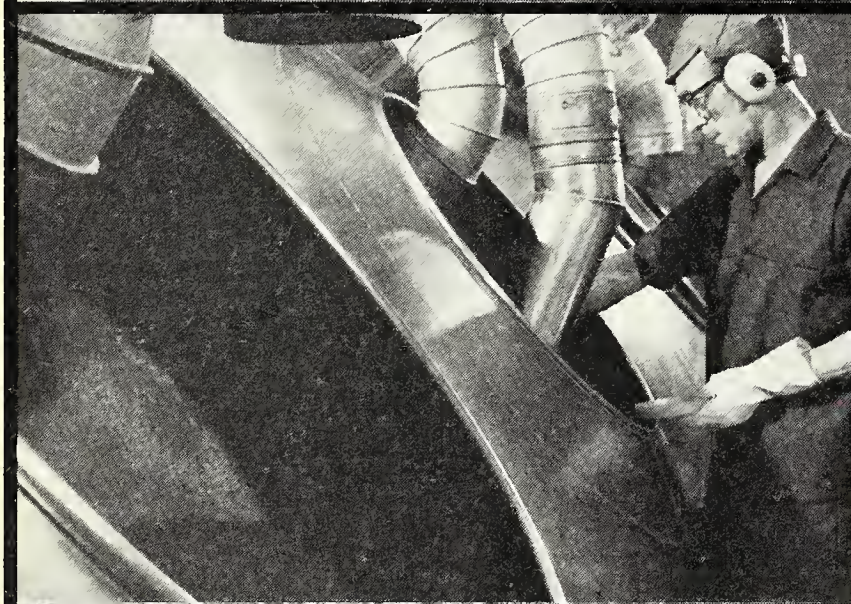
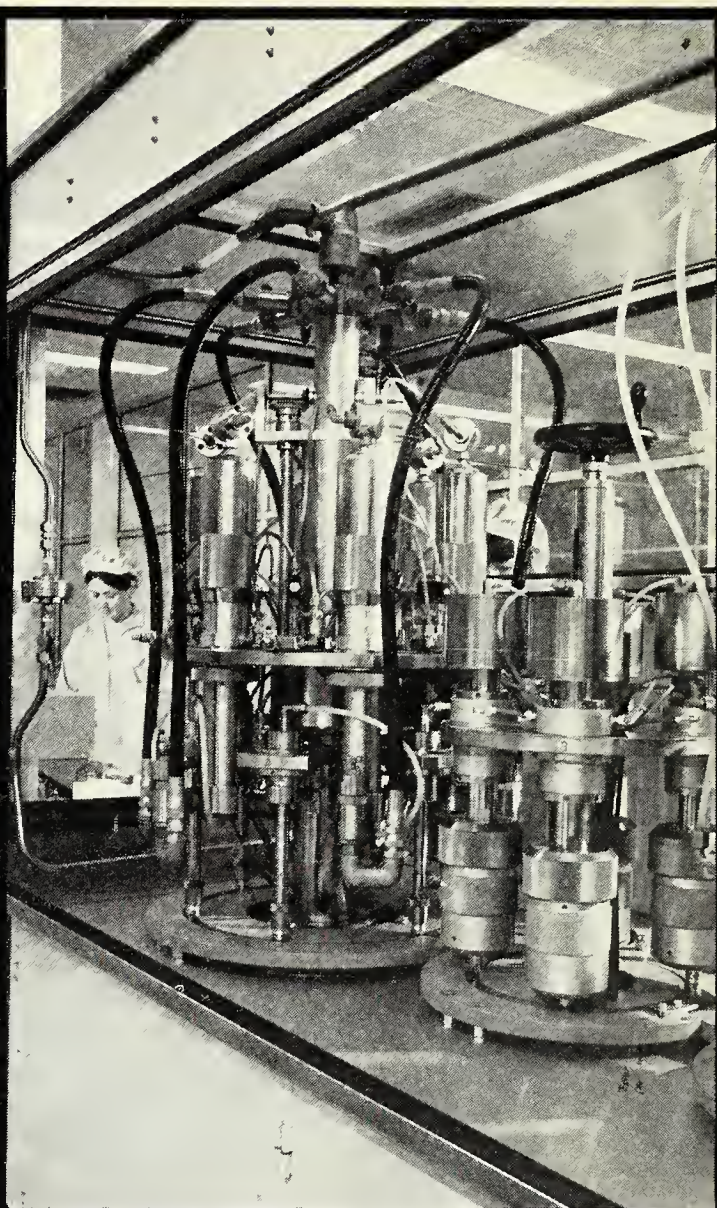
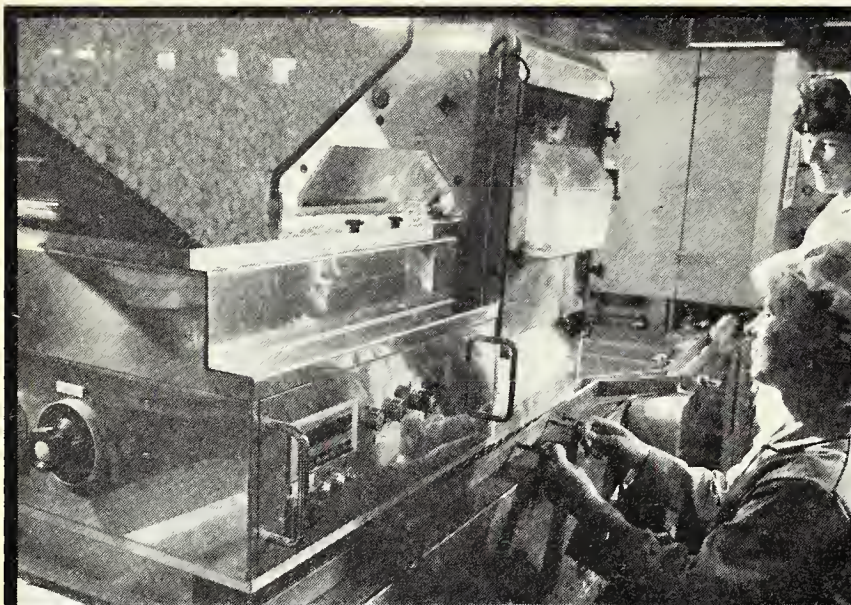
Please send a Representative to tell me more about Aronde, and Aronde special offers.

NAME

COMPANY

ADDRESS

CD/1/CM



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Evans are big, with a range of 1500 products, an output of 1500 million tablets a year and worldwide exports.

Evans are long established, with experience that goes back to the time of Waterloo.

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People

Dr M. S. Parker, BSc, MSc, PhD, MPS, MIBiol, took up the appointment of head of Brighton Polytechnic school of pharmacy on January 1.

The Rt. Hon. Joseph Godber, MP, has accepted an invitation to become chairman of the Retail Consortium in succession to the Rt. Hon. Lord Redmayne, DSO, TD. He takes up the appointment at the end of March. Mr Godber is a director of Booker McConnell Ltd (the parent of Kingswood Chemists) and is a consultant to Beecham Foods.

Mrs Margaret Taylor, MPS, a pharmacist at the Royal Sussex County Hospital, was presented with trophies at the Brighton and Hove Athletic Club's annual dinner recently. One was for scoring the most points in the southern women's league matches in 1975 and the other was the Jubilee trophy for the best individual female performance by a Brighton and Hove athlete during the year. Mrs Taylor, the Sussex 100-metre and long jump champion, will shortly be returning to Australia.

Deaths

Jarman: On December 9, Mr H. R. D. (Robert) Jarman, former managing director of Pharmax Ltd. Mr Jarman was managing director for 10 years up to his retirement in December 1968 and was actively associated with the chemical and pharmaceutical industry for over 50 years.

Williamson: Recently, Mr Charles Williamson, MPSNI, 58 Larne Road, Carrickfergus, co Antrim. Qualifying in 1929, he operated a pharmacy at 260 Springfield Road, Belfast, for a number of years until his retirement in 1974. Mr Williamson had a life-long interest in music and was a member of several male voice choirs. He is survived by his widow.

News in Brief

□ Sales of complete safety razor sets by UK manufacturers are provisionally estimated to have been worth £664,000 (2·583m sets) in the third quarter of 1975, according to the Department of Industry's *Business Monitor*. Blades worth £6·962m were sold separately.

□ Preliminary work reported in last week's *British Medical Journal* suggests that the lysozyme concentration in tears could be useful as a screening test for toxicity in patients taking practolol. Researchers say that the lysozyme level may fall before signs of eye damage appear.

□ The National Federation of Self Employed is asking its members to refuse to pay the 8 per cent national insurance contribution introduced as part of the earnings-related benefits and pensions scheme. Members are being asked to pay their assessments into a trust fund to be held until the new levy is made tax-deductible.

Topical reflections

BY XRAYSER

Freedom

The end of a year—or the beginning of a new one—is generally regarded as providing an opportunity for taking stock by having a long hard look at what has taken place in the previous 12 months; by looking into the future and by clearly observing, in one vast mental panorama, the present state of the pharmaceutical nation. Whether all of that is found to be compatible with seasonal fare, I must leave to the individual.

It is, therefore, fortunate that there are others who have not left it quite so late as, for example, Dr D. H. Maddock, who addressed a meeting at Watford recently. He covered a wide field, discussing briefly some of the problems requiring research. It seems, from the speaker's closely argued case, that the best thing any young pharmacist can do is to seek company employment. Dr Maddock produced figures to show how difficult it is to acquire a good business, giving examples of two pharmacies in which, for a period of seven years, the purchasers would be better off working as managers. He then proceeded to illustrate the advantages of company pharmacy, pointing out that each company must have a management hierarchy, and that the more pharmacies there were within the organisation, the more openings there were for advancement. All of those organisations were able to provide substantial pensions schemes, thus proving the security that many pharmacists in the marginal, viable pharmacies of today desired.

That appears to be a very strong advocacy of company pharmacy, though it has to be remembered that not all who flock to the call will necessarily breach the management hierarchy. There are relatively few field marshals in an army, and in a subordinate role freedom of decision will be circumscribed. That much is conceded by Dr Maddock when he states that against the advantages of company pharmacy can be set the reward and advantage of freedom, where one has the fulfilment of one's personal efforts—"offset, of course, by the rigours of accounting (VATman)".

I can hardly imagine that the manager of a company pharmacy is immune from the rigours to which Dr Maddock refers, and returns to head office appear to be just as worrying as the records called for in a personally-owned business. The alternatives of a planned pharmaceutical service or nationalisation are discussed, but one is left with the impression that Dr Maddock sees pharmacy's future in ever-growing company organisation, whose preference for the "High Streets" does not seem to argue acceptance of a need for a planned pharmaceutical service.

Warning

The views of the Council of the Guild of Hospital Pharmacists on the prescribing and distribution of oral contraceptives are of particular interest in that they appear in the same issue as that which announces the withdrawal of two such preparations because of uncertainty as to their ultimate effects. The Guild statement emphasises the importance, in the interests of patient safety, of the maintenance of the existing system of controls. It points out the dangers inherent in any delegation of prescribing to other disciplines and stresses the overriding importance of medical supervision—an expression of opinion I heartily endorse.

The two preparations named are not the first of the hormones to be suspect and it is not unlikely that others will be questioned in future. The constant additions to the physician's armamentarium, even if all have satisfied the requirements of present-day knowledge, must be watched carefully, for adverse effects are not immediately evident. Physician and pharmacist must ever be on the alert to report any information, which may be made more difficult to assess if treatment is of a multiple nature. The comments of the Guild came at the right time.

Trade News

Goya and Avlex combine

The sales forces of Avlex Ltd, an ICI subsidiary, and Goya are now joined under a new company, Goya International, with its offices at Amersham, Bucks.

Under the direction of Michael Pitt-Bailey, the deputy chairman of Goya International, the combined sales force will be responsible for the direct selling to retailers of all Goya perfumery lines and Avlex retail products. The management teams have also been merged and are currently working on new developments due for introduction during 1976.

In order to streamline production of the company's products, a new factory is to be opened at Alfreton in Derbyshire. Initially the unit, which opens in early January, will manufacture all Goya fragrance sprays and a variety of Avlex products including Disphex antiseptic spray. Later in the year, an automated plant will also be producing Savlon liquid antiseptic. Alfreton will employ approximately 60 production staff but, in a planned rate of expansion, will employ up to 300 by the end of the decade.

The Goya warehouses in Amersham will undertake distribution of all products to retailers.

Juvena distribution

Juvena of Switzerland is one of Europe's fastest-growing beauty houses. Their products are currently on sale in the leading department stores throughout the country and they wish to extend selectively their

Maybelline have introduced a new merchandising unit featuring their range of eye makeup and lipsticks, with testers. A three-tiered counter unit is also available from Plough (UK) Ltd, Penarth Street, London SE15 1TR



distribution into chemists. Juvena is a leading brand in Switzerland and Germany and has strong representation in all other European markets. It is distributed in Commonwealth countries and the Middle and Far East. The company attributes its dramatic growth since the late 50's to its research and development programme and the closest quality control.

Redoxon effervescent orange and lemon

On January 7, Roche Products Ltd, PO box 8, Welwyn Garden City, Herts AL7 3AY, are launching Redoxon effervescent orange and lemon flavoured tablets. The minimum order quantity is a display outer of 24 packs, each containing 10x1g lemon and 10x1g orange flavoured effervescent vitamin C tablets (£0.42 trade).

Emergency eye wash point

Fisons Scientific Apparatus, Bishop Meadow Road, Loughborough, Leics, have introduced a new cabinet designed to hold its eye wash bottle (case, £8.80; bottle, £1.90 or 12, £19.50). Intended for wall mounting, the metal cabinet has a blue/grey acrylic texture finish and a hinged, tinted acrylic cover to allow quick removal of the eye wash bottle. There is room for two bottles.

Honvan ingredient

The active ingredient of Honvan preparations is now expressed in terms of the tetra-sodium salt of fosfestrol, but WB Pharmaceuticals Ltd, PO box 23, Bracknell, Berks, say the formulation of the products remains unchanged.

Vi-drape pack change

The 12oz size of Vi-drape adhesive has been replaced by a new 10oz pack (£2.48 trade). Parke, Davis & Co, Usk Road, Pontypool, Gwent NP4 8Y, point out that Vi-siblin now contains plantago husks 66 per cent only (250g, £0.96 trade).

Canesten Duopak

On January 5 Bayer UK Ltd, pharmaceutical division, Haywards Heath, West Sussex RH16 1TP, are introducing Canesten Duopak, containing six Canesten vaginal tablets, with applicator, and a 20g tube of Canesten cream (£2.20, trade).

Unichem offers

The latest offer from Unichem Ltd, Crown House, Morden, Surrey, available from January 9-26, covers: Amami styling lotion, Anadin, Astral cream, Bisodol powder, Bisodol tablets, Colgate dental cream, Crest toothpaste, Elastoplast Air-strip and stretch fabric, Head & Shoulders lotion, Johnsons baby powder and lotion, Kleenex boutique tissues, Liquifruta, Mum Rollette and refill, Silvikrin hairspray and shampoo, Tufty Tails, Tufty pants, Wilkinson Sword Bonded blades, Wood Nymph, Zubes.

Retailing computer service

A specialised retailing service group has been formed by CMG Computer Management Group (Southern) Ltd, Sunley House, Bedford Park, Croydon, Surrey. The company has recently developed an advanced computer system for retail chain groups designed to monitor accounts, analyse performance in branches and predict future requirements

New products



Cosmetics and toiletries

Maybelline lipsticks

Maybelline are introducing nationally a lipstick range this month after a successful test market in Lancashire. The launch will be supported by television advertising.

The range comprises creamy and frosty lipsticks and lip polishes, said to apply easily and make the lips feel soft and moist. There are sixteen shades: the seven creamy lipsticks give depth of colour and are longer lasting; the five frosty shades are for a softer effect, and the four lip polishes give a glossy, transparent colour.

Maybelline lipsticks (to sell at about £0.50) are presented in a white/silver striped case with a colour-matched bullet in the top to help in choice of shade. Full size testers will also be available for point of sale (Plough (UK) Ltd, Penarth Street, London SE15 1TR).

Nail polish protection

Sally Hansen have introduced Dry Fast (£0.57) to dry nail polish quickly. It is brushed on one minute after applying nail polish. The oily formula is said then to form a protective cover over the wet polish, to speed up surface drying and to protect the polish against smudging and scuffing. When the polish is completely dry, Dry Fast can be massaged into cuticles and finger tips to keep them soft. Available for sale in February (Sally Hansen Ltd, Hook Rise South, Surbiton, Surrey KT6 7LU).

Prescription specialties

GYNO-DAKTARIN pessaries

Manufacturer Janssen Pharmaceutical Ltd, Janssen House, Marlow, Bucks SL7 1ET

Description White, non-staining pessary containing miconazole nitrate 2 per cent w/w

Indications etc As for Gyno-daktarin cream
Method of use One inserted daily, usually before retiring, and repeated for 10-14 days even if symptoms of pruritus and leukorrhoea disappear within a few days

Packs 14 pessaries (£2.68 trade)

Issued January 1976



APOCAIRE

JANUARY EXCLUSIVE PROMOTIONS

PRODUCT	SIZE	PACK SIZE	NETT COST EXCL. VAT £ p	APOCAIRE RETAIL PRICE	NORMAL R.S.P.
AQUAFRESH TOOTHPASTE	Large	12	1.94	22p	31½p
BABETTES DISPOSABLE NAPPIES	20	12	4.73	49p	
BRISTOWS SHAMPOO	Standard	12	1.71	19p	26p
ELASTOPLAST DRESSING STRIPS No. 4015 No. 4025 No. 4003		12	1.715	19p	26½p
		12	2.12	24p	33p
		12	2.67	30p	41½p
GET SET HAIR SPRAY	303 g	6	1.55	35p	49p
KLEENEX SOFT WHITE BRIGHT & BEAUTIFUL		24	4.31	24p	
KOTEX NEW FREEDOM TOWELS	10	12	2.33	26p	
	20	18	6.90	51p	
PALMOLIVE TOILET SOAP	Bath	12	1.42	15p	18½p
RADOX BATH SALTS LIQUID BATH ADDITIVE	Medium	12	1.705	19p	25p
	Large	6	1.295	29p	38p
	280 ml	12	2.895	32p	43p
	500 ml	12	4.715	53p	70p
WILKINSON DOUBLE EDGE BLADES	5	25	4.15	22½p	34p
	10	25	7.83	42p	64p

BETTER BUYING PRICES PLUS PRIZE POINTS!

Trade prices Ex-VAT including 5% D.O.T.

R.S.P. shows 20% gross profit approx.

Contact your local Sangers Group Warehouse for further details
and Apoaire display material.

Trade news

Continued from p10

Chesebrough-Pond's to concentrate on chemists

Chesebrough-Pond's 50-strong sales force is now servicing chemists exclusively, the company's grocery business having been transferred to Jenks Brothers Foods Ltd.

General sales manager Mr Brian Green says: "Our aim in 1976 is to give the chemist an improved service. Having worked with him for many years, we understand and share his problems in today's economic climate. Our task is to help overcome these difficulties in 1976 and we believe that this can best be achieved by assisting the chemist to control stock levels, by improving our merchandising support and by offering a more specialised promotional plan tailored to the chemist's needs. The heydays of stock pressure are gone, probably forever. Our job as a responsible supplier of toiletries and cosmetics must be to develop retailer sales and profits on the basis of establishing sensible stock levels related to consumer purchases."

Aronde Press campaign

Aronde cleansing milk is being advertised in *News of the World*, *Vogue*, *Woman and Home*, *Woman's Weekly Libraries* and *Woman's Weekly*, say Columbia Products Co Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight.

New distributors for Wilcox

Wilcox Laboratories Ltd have negotiated new arrangements for the supply of their products. Lewis Laboratories (Appliances) Ltd, Lavender Walk, Leeds LS9 8JG are now the distributors of the following Nativelle preparations: Digitaline Nativelle, Natirose, Natisedine, Diganox, Ouabaine Arnaud, Quinicardine.

The Wilcox range: Eupnine Vernade, Gabail elixir, Mycolactine, Kola Astier, Lacteol and Niferex are being supplied by Farillon Ltd, Selinas Lane, Dagenham.

Amoricaïne can be obtained from

Arnolds Veterinary Products Ltd, 14 Tessa Road, Richfield Avenue, Reading.

Digoxin tablets, BP 250mcg, plain white, are however, to be available only from Wilcox Laboratories, Castleham Road, St. Leonards on Sea, East Sussex.

Tobramycin transferred to Eli Lilly

The marketing of tobramycin sulphate has been transferred from Dista Products Ltd to Eli Lilly & Co Ltd, Kingsclere Road, Basingstoke, Hants RG21 2XA.

It has been renamed Nebcin (previously Obracin), which is the world-wide Lilly name for the drug. The company asks hospital pharmacists to continue to use stocks of Obracin but to send future orders as Nebcin.

Pavacol and Pavacol Diabetic

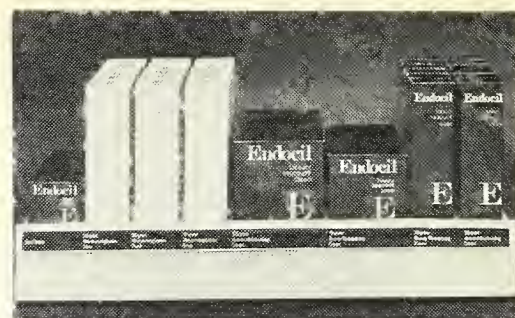
Following the discontinuation of Pavacol, (C&D December 20/27, 1975, p826), the Central NHS Committee warns contractors that during January and February all forms FP 10 ordering Pavacol should be endorsed indicating whether Pavacol or Pavacol Diabetic has been supplied. When Pavacol stocks are exhausted, prescriptions ordering either product should be met with Pavacol Diabetic.

Mimosæpt and Libresse together

New Libresse and Mimosæpt Comfort will appear together in a new advertising campaign beginning this month in major women's magazines. The strategy is to show that whether the consumer's need is comfort and absorbency or discretion and convenience, one of the products will suit her perfectly. Both are by Mölnlycke Ltd, Sancell House, Harpenden, Herts.

Dynamo sponsorship

Beecham Foods, are to sponsor the Dynamo Champion of Champions squash tournament, which is aimed at the half-million "grass-root" club players in Britain. Over 1,000 squash clubs in England, Scotland and Wales have been circulated with details and the first stage of the competition—to decide each club's champion—will be held before March 31. There will be eight regional finals and the national finals will be held in London in May. Beecham Foods, Beecham House, Great West Road, Brentford, Middlesex, say "Dynamo is used extensively by squash players and they are confident that the tournament will draw a high entry."



Endocil 'shelf organiser'

The Endocil shelf organiser shown here is said to keep shelves tidy, help product identification, notify out-of-stock situations, merchandise and serve as an aid to assistants. The unit is available from Mike Thomas, Chefaro Proprietaries Ltd, Crown House, Morden, Surrey (in Northern Ireland Tom Caven, Castlereagh Agency, Dennison Industrial Estate, The Old Paper Mill, Bally Clarc, co Antrim, and in the Channel Isles Terry Lidgett, Flat 2, Eagle Works, Queens Road, St. Helier, Jersey). Special discounts on Endocil products are available to chemists requesting a new shelf organiser.

Slender advertising

Carnation Foods Co Ltd, 11 High Road, London N2 8AW, begin a new national television campaign for Slender on January 12. The company are to spend £100,000 on five different commercials over four weeks. Advertisements will also appear in *Slimming* magazine and new point-of-sale material is available.

Potter's pastilles campaign

Every major national daily newspaper will carry a Potter's catarrh pastille advertisement each week during January and February, say Potter & Clarke Ltd, 44a The Green, Warlingham, Surrey CR3 9YS. Details of bonus terms during January are available from wholesalers or Potter & Clarke/De Witt representatives.

Distribution change

UK distribution of Replica fragrances and the Pino Silvestre men's range has been taken over by Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG.

Hedex on television

A three-week, £70,000 national television campaign for Hedex tablets began on Christmas Day. The 30-second commercial

The Winter Metatone* Bonus is

talks about Sterling Health Products, Surbiton, Surrey, as a member of a large organisation which produces medicines to deal with many kinds of pain. It then goes on to talk about headaches and how Hedex has the "right ingredients to make it powerful against headaches yet gentle on the stomach." The commercial finishes with a shot of the Sterling Health range of products and the corporate theme: "Family medicines you can trust".

Instant tan brand leader

Plough (UK) Ltd, Penarth Street, London SE15 1TR claim to have been brand leaders in the instant tanning market again in 1975. Despite the abnormally hot summer, consumer sales of both QT and Sudden Tan were well above 1974 levels, they report. Plough's 1976 QT/Sudden Tan parcel has been put together to take account of all possible types of summer weather and the company is confident of another sell-out year backed again by national television advertising. Details of the deal and special bonus from representatives.

Shampoos sales growth

International Laboratories are to spend more money in promoting their shampoos in 1976. Linco-beer and Aero-dry are said to be increasing rapidly in sales, the current rate of growth for Aero-dry being over 35 per cent, and for Linco-beer nearly 40 per cent. During 1976 it is intended to introduce a larger size of Aero-dry in a four-colour pack.

International Laboratories Ltd, Lincoln Way, Windmill Road, Sunbury, Middlesex, say that Linco-beer advertising will continue to emphasise the basic product benefits—while that for Aero-dry will be mostly in the form of cartoon-type advertisements. Both campaigns will aim for high frequency in the major circulation women's magazines and national Press.

Promotional gifts catalogue

A catalogue of advertising gifts for industry and commerce is available from Prestige Advertising, Gift Novelties Ltd, 2 Great Pulteney Street, London W1R 4BB. Prestige Advertising say that many of the items have been used as promotional aids by the pharmaceutical industry, including digital thermometers, pens, etc. They offer hot stamping, off-set printing and machine engraving services for the application of advertising copy to the gifts.



This compact display unit for Marigold housegloves incorporates free leaflets on handcare and has been designed specially for chemists. It takes 12in of counter or shelf space and one "filling" produces sales of about £7.25. The "Pretty Handy" leaflet has been produced for Marigold by Good Housekeeping magazine and contains simple advice on caring for the hands and nails. The unit is available from LR Industries, North Circular Road, London E4 80A.

Apocaire offers for January

Apocaire January promotions include Aquafresh, Babettes, Elastoplast, Get Set hairspray, Kleenex (soft white, bright and beautiful), Kotex New Freedom, Palmolive soap, Radox salts and liquid and Wilkinson blades. Details from Sangers Ltd, Cinema House, 225 Oxford Street, London W1.

Numark promotions

Numark promotions for January include Sunsilk shampoo, Milton sterilising fluid, Napisan, Infa-care, Heinz baby foods and Crest toothpaste. Optional extras include Optone, Milk of Magnesia and Liquifruta. Independent Chemists Marketing Ltd, Mallinson House, 321 Chase Road, London N14 6JN, say that Sunsilk will be advertised on television on all stations during the promotional period and Crest are also launching a massive advertising campaign during January. They will also be taking space in all weekly and monthly

women's magazines. Milton, Infa-care and Napisan advertise in *Maternity and Mothercraft*, *You and Your Baby*, *The Baby Book* and *The Bounty Baby Book* all the year round. The theme of the display material in the promotional kits is "money saver".

Vetric January promotions

Vetric national promotions during January include Johnson & Johnson baby lotion, Brylcreem, Brylcreem anti-dandruff, Flacon men's hairspray, Pure Silvikrin, Night Nurse, Elastoplast Airstrip, Alberto VO5 shampoo, Alberto Balsam conditioner, Us antiperspirant, dry powder and roller, Kotex, Harmony shampoo and hairspray, Signal toothpaste. Details from Vetric Ltd, Chapel Street, Runcorn, Cheshire.

Bonus offers

Cuxson, Gerrard & Co Ltd, Oldbury, Warley, West Midlands. Extra 10 per cent discount on all sizes of crepe bandage BPC in addition to normal trade discount terms. Limited period.

Roche Products Ltd, Broadwater Road, Welwyn Garden City, Herts. Redoxon effervescent orange and lemon. From January 7 for about one month, 26 as 24, through representatives.

Wellcome consumer division, Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire. Saxin tablets and solution. 13 invoiced as 12 on orders for six or more (assorted) cases.

Price of Translet Royal

J. G. Franklin & Sons, PO box 11, Coronation Road, Cressex, High Wycombe, Bucks HP12 3TD, say the trade price of Translet Royal colostomy sets is £0.99 and not as previously stated (*C&D*, December 6, 1975 p777).

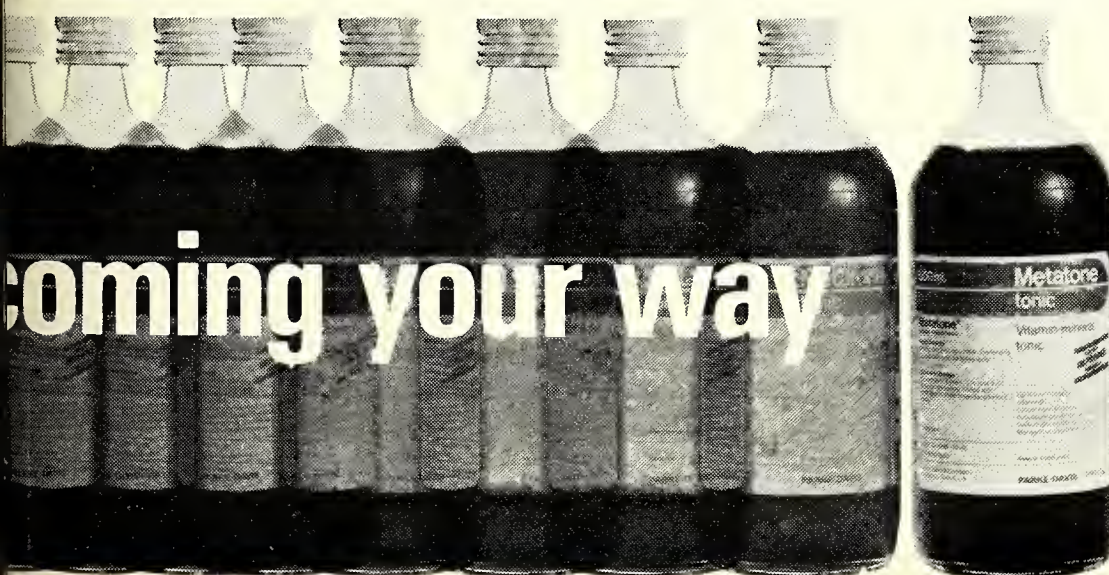
on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island

Askit powders: Sc, G

Buttercup cough syrup and sweets: M, Lc, NE, B

Rinstead pastilles: All areas



Let Parke, Davis help you and your customers through the Winter with Metatone.

Starting on the 1st January, 1976 and running through to the 31st March, 1976, Metatone 250ml and 500ml packs will be available on a special Winter Bonus offer.

Full details are available from your Parke, Davis Representative.

PARKE-DAVIS

Full information on Metatone including data sheet is available on request from Parke, Davis and Company (Inc USA Liability Ltd), Pontypool Gwent, NP4 8YH. Tel: Pontypool (049 55) 2468

Diary of a success story 3

JANUARY 1 1976

*Last year
Grecian 2000
outsold all its
rivals put together...
this year we'll
try and do
better.*



Last year, hardly a week went by but there wasn't a commercial for Grecian 2000 and Lady Grecian 2000 on TV. In fact they were the only hair colour restorers to appear nationally on TV, and Lady Grecian 2000 had colour press advertising as well.

No wonder we outsell all our rivals put together.

After all, we did spend over £340,000 on advertising. So you can imagine what £540,000 will do for us. That's the budget for this year.

Have you got enough stocks?

*must
re-order*

Grecian 2000[®]
Lady Grecian 2000

Mr Silverman: A dedicated 'multiple pharmacist'

Bernard Silverman, recently appointed superintendent pharmacist, Boots, sincerely believes that there is a compatibility between professional and commercial aspects of pharmacy. If confirmation is needed, he cites as evidence the success—as determined by public acceptability—of pharmacy areas in most of the company's large stores where a high volume of prescriptions is handled. Appropriately he is specially interested in pharmacy practice and its reaction to the prevailing circumstances.

When meeting him for the first time this slim built individual soon shows his enthusiasm for pharmacy and general practice pharmacy in particular.

Bernard Silverman first entered pharmacy as a schoolboy working on Saturdays and during holidays in Oxford. He suggests that he was fortunate in that the pharmacist went to some lengths to convince him that pharmacy was a worthwhile career. He was allowed to assist in the dispensary and he still retains memories of arranging multitudinous drug galenical stocks in alphabetical order in the stockroom, developing an early interest in materia medica. His apprenticeship, begun in 1945, was interrupted by service in the RAF and completed in a branch of Timothy Whites, Sloane Square, Chelsea. The next step to qualifying was at Bloomsbury Square where Professor Berry was Dean during that time.

First management post

After qualifying in 1949 he took up relief work with Timothy Whites and Taylors gaining his first management post in Newington Butts, near the Elephant & Castle, London. Two years later he was managing in Finchley Road, Hampstead. A period in Watford followed and then in 1959 he was appointed a district manager being responsible for some 24 branches in North and North-west London, Middlesex and the Hertfordshire area. He held that post until 1964 and in that period became a member of the Middlesex Pharmaceutical Committee. The next move was to territorial general manager with responsibility for six district managers and their branches.

In his new capacity he covered a wide variety of pharmacies in London and the Home Counties and in the West Country spanning the territories from Ipswich in the east to Penzance in the west. He had therefore spent the whole of his career in the company and developed a loyalty which expanded as he had progressed with it. He readily admits that the merger between Boots and Timothy Whites and Taylors in 1968 was a traumatic experience. However, in 1969 he began to learn "how Boots did it" seeing their branches in operation throughout the country—

moving around from Newcastle to Liverpool, Bournemouth, Southampton and East Anglia. It was a time of intense activity with a lot of ground to be covered, new allegiances to be formed as Boots were assimilating their acquisitions.

At the end of this period his appointment as territorial general manager was confirmed and in January 1970 he took up the responsibility for the area covering Warwickshire, including parts of Birmingham and the two branches in Northern Ireland. He remained there for five years and that period of "stability" enabled him to renew activity in pharmaceutical political affairs becoming a member of Warwicks ACCC, FPC and the area and regional pharmaceutical committees. Until then he had always balanced his commercial with his professional responsibilities but any inclination to be biased towards the former was rapidly discarded on his appointment in April as Boots pharmacy superintendent. This appointment was unexpected but welcome, he explains, describing himself as a born salesman but now selling professionalism.

Opinions

Expressing his opinion on some current issues he declares: "The patients' interests and nobody's financial well being should be the criteria which determine what type of pharmaceutical service there shall be and who shall provide it. Naturally, by first choice, this should be by pharmacists and only by dispensing doctors when no alternative service from pharmacists is available. It has not yet been possible to find a suitable substitute for the chemists' dispensary and counter backed by



Mr Silverman

pharmacists with well trained staff, whether this is being offered in a multiple or independent environment." Mr Silverman believes that there is "considerable indiscretion" evident in the manner in which some pharmacists jump into health centre consortia operations merely to keep leapfroppers out, claiming that there is evidence in Boots and in pharmacies throughout the country that the public favours a full pharmaceutical service which can only be given outside the health centre. "Whilst inevitably there will be several health centre developments where the inclusion of a pharmacy is desirable, we should not accept that this is generally so."

Bernard Silverman's professional inclinations come through clearly when he discusses patient care in the health service and again when he is asked about rivalry between the multiples and the independents. "Past differences between multiple and independent—many based on historical misunderstandings—should be cast aside. Harmony and unity within our profession is paramount if we are to receive the recognition we deserve and general practice pharmacists do in various ways have so much to contribute to the NHS."

Laminated glass helps to reduce bomb damage

A high proportion of the injuries following bomb outrages result from flying glass particles. When subjected to external blast ordinary window glass shatters and is projected inwards, some of it, especially the smaller pieces, at considerable velocities.

Royal Doulton Vinylex laminated security glasses made by Tudor Safety Glass, Queenborough, Kent ME11 5BB, are said to go a long way in preventing this. A laminated security glass comprises a multiply laminate of glass sheets permanently bonded together with reinforcing layers of tough, transparent polyvinyl butyral. With blast or impact the glass will crack but, because of the adhesion to the plastic, most of the fragments remain bonded to the interlayer and do not fly off.

Furthermore, a laminated security glass will prevent penetration by a pickaxe, brick or hammer and, if a terrorist throws a bomb at a window glazed with this

glass, the bomb will rebound, if not back at the terrorist, at least to the ground and the explosion takes place outside and not inside the building. The terrorist is not even aware of the special protection a laminated glass gives as it has all the appearances of ordinary glass and normal business transactions can take place with occupants of the building confident of the security they are given.

The company claims that tests throughout the world prove that laminated security glass, properly installed, will perform better than any other glazing material of the same thickness in an explosion. They also add that where companies have screens and windows glazed with Royal Doulton Vinylex laminated security glasses the material withstood very substantial blast and it was possible to open for business at the normal time on the morning following the explosion.

Lion ointment

A phoenix-like comeback for a product with a history

In 1847, a jeweller went into partnership with a doctor in Wandsworth High Street, South London, to make and sell an ointment that in its day would become a household name—Lion ointment.

The ointment business was so successful that the jeweller, Edwin Burgess, gave up selling jewellery and devoted himself and his family to it. He took complete control when the doctor pulled out of the agreement, and in the 1870's moved the company to Gray's Inn Road where it remained until 1954.

Exported

By the 1860's, Lion ointment was being sold in 70 countries throughout the world, wherever the might of the British Empire extended so went Lion ointment—with its “lion” packaging fortuitously echoing the glory of the British Lion. It had trademarks registered in many different Australian territories, in China, in Nigeria, Sierra Leone and many other parts of Africa, in Canada and in Europe. At its peak 20 to 30 people worked in the Grays Inn Road “factory”, and even in the depression between the two world wars, Edwin Burgess Ltd could still afford to give its junior staff £5 bonuses at Christmas.

The Lion ointment advertising of this exhilarating 60 to 70 years reflected the success of the product. It proclaimed itself unabashed as "The Healer . . . in all cases of boils, abscesses, polypus, old wounds, piles, broken breasts, etc", as "Natures Remedy . . . Always safe—Always sure"; genuine testimonials were published telling of poisoned fingers saved from amputation, of abscesses and ulcers cured and piles relieved. Lion pills, introduced in 1855 and discontinued in 1973, were recommended as joint therapy in bronchitis, sciatica and depression.

However, soon after the second world

war, trade began to decline. This was perhaps due in some measure to people's desire for more sophisticated drugs that were becoming available to the doctor such as "M&B" and penicillin, but the main reason was lack of foresight and ability to comprehend and exploit the upsurge of post-war production technology and new approaches to marketing. Even in 1974 labels were still stuck on pots by the old, time-honoured and time-consuming method of laying dry labels onto a glued glass plate.

The company moved from Grays Inn Road in 1954, selling the freehold for some £30,000, to a smaller property in North London and thence to Rosomon Street, London EC1, in 1968. From that date the business steadily declined through lack of capital, advertising faded away and overseas markets were lost, although trade marks were maintained in many countries.

Great great grandson

Struggling to keep the company going at that time, against economic odds and increasing medicines legislation, was Reg Burgess, great great grandson of Edwin, who went straight from school at 14 into the family business. One of his first jobs was to go to Essex with his father in a steam lorry, during the 1930's, to buy willow branches at 5s a lorry load. The branches were shaved and put through one of the earliest programmed paper tape lathes to make boxes and lids for the ointment. Unfortunately he did not take over the business until after the second world war when it was already on the decline. It was due to the war, however, that the manufacture of Lion ointment was able to continue in the postwar years. The original formulation had contained lead oleostearate but the demand for lead for munitions work made William Burgess



A chemist's handbill dating from 1923

turn to zinc oleostearate as an alternative. Had it still contained lead after the war, legislation would possibly have demanded the ointment's total withdrawal from the market!

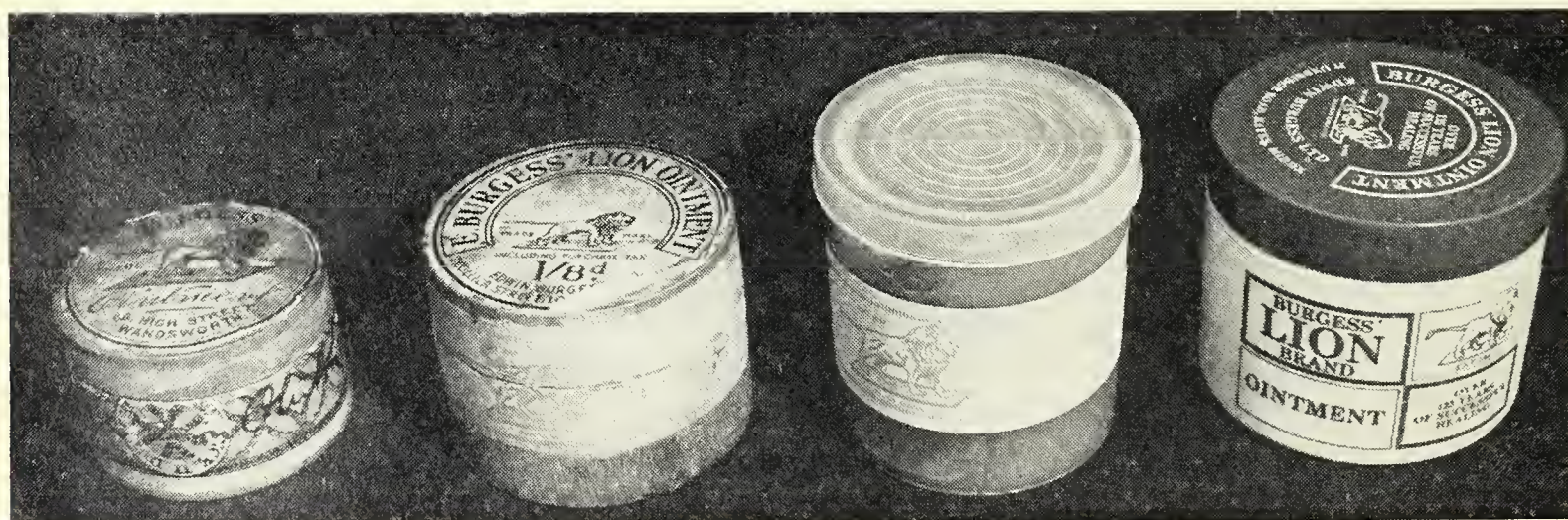
Bought out

In 1975, it looked as though Edwin Burgess Ltd would have to close its doors after 129 years trading. However, it was bought out by Leo Laboratories who could see potential in a product that still received eight or ten testimonial letters and inquiries for stockist names every week, from users young and old—some of whom have been using Lion ointment for 60 years, and their parents and grandparents before them. Furthermore it was still a company that could export £6,000 worth of ointment in just two orders. So what of the future?

Lion ointment is now made in a compact modern factory in Slough producing $\frac{3}{4}$ -million units per year, with space for eight times expansion as it becomes necessary. There is also the use of 30,000sq ft of modern warehousing from the parent company.

The production of Lion ointment is still controlled by Reg Burgess, to a formulation that is basically the same as it has always been—except that purified lanolin is now used instead of boiled and strained

Left to right: A box (*the original?*) from the Wandsworth High Street premises; the wooden box in use for over a century; the plastic pot introduced some 15 years ago, and the new pack launched last year



lamb fat bought from Smithfield Market! They have now acquired their own jar tooling—an ambitious step for a small company, but a logical one—and are producing jars printed in languages appropriate to their markets.

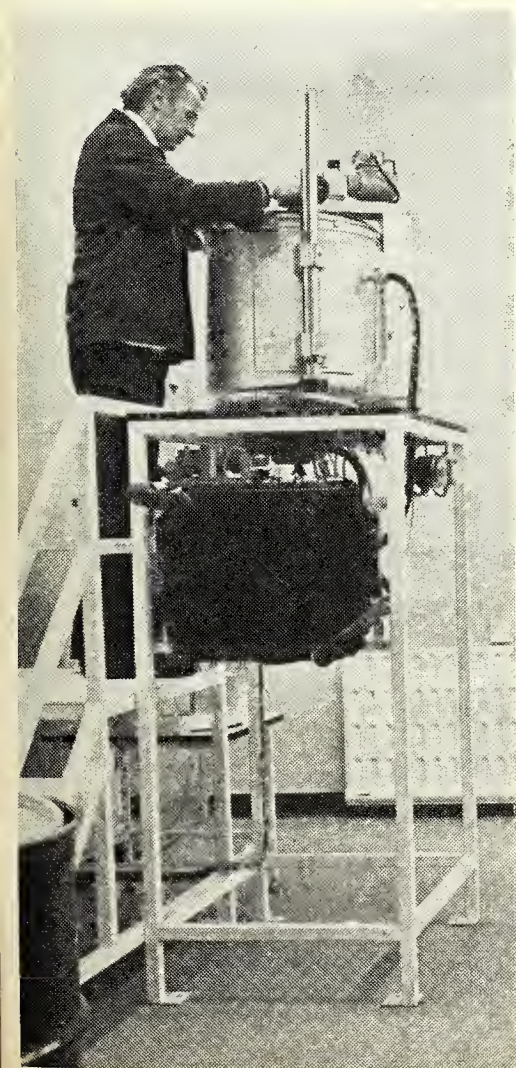
Indeed, all the traditional Lion ointment markets are again being opened up, with trade marks re-registered and advertising in the appropriate language. It has been accepted by the FDA for marketing in the United States of America; agents are being appointed in the Middle East and Australia. Even now more than 80 per cent of all the Lion ointment produced is exported in orders averaging £1,000.

British comeback

In Britain, too, Lion ointment will be making a big comeback. In February an "Edwin the lion" cartoon commercial will be broadcast in the Granada television area, supported by newspaper advertising. As this proves itself successful so the campaign will go national. The product is still distributed through Boots, as it has been for more than 50 years, but it is hoped that distribution will be extended to include other retail outlets.

However, the new management, with Reg Burgess, realise that in today's competitive situation, no company can depend on one product alone and so there are plans to seek compatible products, and to market a Burgess range during 1976. But whatever other preparations come along Edwin Burgess will still be known, as for the past 129 years, for Lion ointment—the phoenix rising from the ashes.

Mr Reg Burgess inspects one of the vats at the new Slough works



Open Shop

by F. P. Tenner

Health centres

So far no one has suggested that in relation to the health service, the initials P.C. and A.C. mean before and after "Castle", but it probably would be apt since she has had the temerity to fight the "Gods" in the health service.

I do not know the rights or wrongs of the battles with the junior doctors, except to form the opinion that the figures of the hours claimed to be worked by those doctors are probably as untrue as the figures of 80 to 100 hours a week supposedly worked by the general practitioner. Which brings me in a roundabout way to my grouse with Mrs Castle.

Why, when hospitals are strained of funds, does she go on making a special allocation for the establishment of health centres? It may be wrong to make dogmatic assertions that health centres are another of the sacred cows of the Socialist movement, but certainly this Government insists on pouring money into their creation without any serious attempt to find out how they work in practice. From the point of view of the patient, services from the doctor would appear to be diminishing in these centres. They may see more health visitors, nurses, and receptionists (although I doubt that) but it is certainly harder now to see a doctor than it was, and difficult to get a visit from one.

Let me quote to Mrs Castle one example of the way things are developing. A few years ago the system of receptionists writing prescriptions was introduced because the doctors were too busy to do them, now one has to hand in a note and return for the prescription in 24 or 48 hours! The reason given is that the receptionists are now themselves too busy! A corollary to the fact of "busy receptionists" is the introduction of the three months supply of medicine at one time, with the consequent waste involved.

Mrs Castle may argue that she receives

no complaints from the patients. And she will be right. When all the doctors in the area function from the one building, who is going to complain and run the risk of ending up as a patient that another of these same doctors has been forced to accept.

There is a good case, in the general interest of economy, for stopping the special grants for building health centres. Mrs Castle should use the opportunity to stop new developments now, and utilise the time to ascertain if these centres are the answer—from the patients' viewpoint—to the problems of good general medical practice.

Guiding the pill

The news report (*C&D*, p798) of the meeting of the Guild Council, refers to the very sensible attitude on the supply of the "pill", and particularly to the dangers of prescribing a 12-month supply. The recall that week of Volidan 21 and Serial 28 must have reinforced their point and should surely indicate to the DHSS the financial wastage that occurs when patients are in possession of large quantities of materials which are withdrawn from use.

The fees for general practitioners attending to the contraceptive needs of their patients were negotiated on the basis of seeing the patient four times in the first year, and twice a year after that. Those practitioners who prescribe 12 months supply are putting their negotiators hard-won case at risk.

Cause and effect

The demand for professional status for pharmacists never slackens and practically all individual pharmacists add their voices to the claim. It means, of course, that one must not advertise one's professional services if one is to fall in line with that which is normally accepted as professional practice.

It seems strange, then, that pharmacists employed in Co-op pharmacy do not raise their voices against the advertising carried out by that organisation. But perhaps I do them an injustice, because I read in a Press release from the Co-operative movement (*C&D*, p798) that while they are increasing the advertising for Co-operative pharmacies they are having difficulty in recruiting pharmacists. Has it not occurred to those in authority in the movement that there may be a direct link?

Proposals to replace nine wages councils with two

Mr Michael Foot, Secretary for Employment, is proposing to abolish all nine wages councils covering the retail distributive trades and to establish two new wages councils, the Retail Trades (Food) Wages Council (Great Britain) and the Retail Trades (Non-Food) Wages Council (Great Britain).

He believes this amalgamation would eliminate problems arising from the present overlap of councils across the trades; would greatly facilitate publicity of the council's orders; and by these means increase the effectiveness of the self-enforcing procedures. Objections to the proposed changes should be made in writing before February 20, to the assistant

secretary, Branch ID1, Department of Employment Steel House, 11 Tothill Street, London SW1H 9LN.

A spokesman for the National Joint Industrial Council for Retail Pharmacy told *C&D* that this organisation differed from the wages councils under discussion by being a free negotiating body without statutory agreements.

Joy at the wrong Jubilee

Mr W. H. A. C. Whyte, who recently wrote of his adventures at a Jubilee dinner (*C&D*, December 20/27, 1975, p830), has told us that the event was the diamond Jubilee celebration of the Chemists Defence Association, not the PATA [Proof indeed of Mr Whyte's admission that the alcohol flowed freely?—Editor]

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Westminster report

Second reading of drug damages Bill in February

Mr Raymond Carter has named February 6 as the date for the second reading debate on his Private Members Bill which seeks to provide new legislative rights of redress in cases, like the thalidomide tragedy, where drugs caused prenatal damage.

The Congenital Disability (Civil Liability) Bill was given a formal first reading in the Commons just before the Christmas recess. The Bill would make provision as to civil liability in the case of children born disabled through some person's fault, and to extend the Nuclear Installations Act 1965 so that children born following breach of duty under that Act may claim compensation.

Questioned in the Lords about the Government's attitude to the Law Commission's report on injuries to unborn children (*C&D*, August 31, 1974, p280), Lord Elwyn-Jones, the Lord Chancellor, replied, "The Government consider there may be a case for legislation *ad interim* on this topic, although it falls within terms of reference of a Royal Commission."

□ Mr Robert Kilroy-Silk is to move a private member's motion in the Commons on January 16 to bring tobacco under control of the Medicines Act.

Cyclamate in food: evidence invited

Mr I. Grist asked the Minister of Agriculture, Fisheries and Food whether he was prepared to allow use of cyclamate sweeteners following modern research. Mr Gaving Strang, Undersecretary, replied: "Not at the present time. The Minister would, however, be willing to ask the Food Additives and Contaminants Committee to consider any evidence submitted to him that there is need to use cyclamates in food and that such use can be permitted without hazard to health of consumers. Further action would then be decided in the light of the recommendations made by the committee and of comments received on them."

Plans for phasing out 'pay beds' explained

Mrs Barbara Castle, Secretary for Social Services, has explained in the Commons the proposals she had discussed with doctors and dentists for phasing private practice out of National Health Service hospitals.

Legislation would embody two principles related through the establishment of an independent board set up by the Government, with an independent chairman, two members of the medical profession and two members appointed after consultation with NHS staff and other

interested parties. The first principle was that "pay beds" and facilities should be separated from the NHS and the second was that private practice should be maintained through renewal of the appropriate provision in the NHS Amendment Act 1949.

"The criteria under which pay beds and facilities would be phased out in the legislation will be the reasonable availability of alternative facilities for private practice," she explained. Some "pay beds" could be phased out of the NHS without delay and the Bill would give details of 1,000 pay beds to be phased out within six months of Royal Assent. Phasing out of the remainder would be determined by the independent board.

No need for new committee

Mrs Joyce Butler asked the Secretary for Social Services if she would consider setting up a committee of experts in toxicology, pharmacology, carcinogenesis testing and related subjects to advise the Government on the safety of chemicals in food, drugs, cosmetics and medical devices, on similar lines to the newly-formed US Toxicology Advisory Committee.

Dr D. Owen, Minister for Health, replied that the Department was fully satisfied with arrangements for co-ordination between the existing committees.

Hormones and cancer risk

Mrs Joyce Butler asked the Secretary for Social Services what discussions she has had with general practitioners about prescribing hormone treatment for women, in the light of recent US research showing a risk of cancer to women on oestrogen therapy.

Dr D. Owen, Minister for Health, replied that the Committee on Safety of Medicines was considering reports in the *New England Journal of Medicine* suggesting that women taking certain oestrogen preparations after the menopause may be at an increased risk of developing a type of cancer of the uterus. "At present it is premature to draw any conclusion about the safety of oestrogen preparations as used in this country," he said.

□ Replying to a question from Mr Michael McGuire, Dr Owen said there were no plans at present to change the structure of family practitioner committees.

Hire purchase of cameras

Mr Denis Healey, Chancellor of the Exchequer, announced a number of changes to hire purchase and hiring terms controls, before the Christmas recess.

The minimum hire purchase deposit on electrical appliances, binoculars, cameras and other photographic equipment is reduced from 33½ per cent to 20 per cent and the repayment term extended from 24 months to 30. The advance rental requirement for cameras and other photographic equipment is reduced from 42 weeks to 26.

VAT on burglar alarms

When asked whether the Chancellor of the Exchequer would reconsider the classification of the supply and maintenance of

burglar alarm systems as luxury items, subject to a 25 per cent rate of VAT, Mr Robert Sheldon replied, "No. There is no question of 25 per cent rate of VAT being a rate of tax confined to luxury items."

Pharmaceuticals sales

The estimated value of sales of pharmaceutical chemicals and preparations by UK manufacturers was £706m in 1974 it was stated in a Commons written answer recently. Estimated consumption was £526m.

NI Fair Employment Bill

The Fair Employment (Northern Ireland) Bill, which would outlaw discrimination on grounds of religious belief or political opinion in employment and occupations in Ulster, passed the remaining stages in the House of Lords just before the Christmas recess.

Coming events

Monday, January 5

East Metropolitan Branch, Pharmaceutical Society, and West Ham Association of Pharmacists, Churchill room, Wanstead Library, Spratt Hall Road, Wanstead, at 8 pm. Film evening.

North Metropolitan Branch, Pharmaceutical Society, School of Pharmacy, Brunswick Square, London WC1, at 7.30 pm. Mr J. B. L. Ainsworth (Nelsons homoeopathic pharmacy) on "Homoeopathic pharmacy".

Tuesday, January 6

North Staffordshire Branch, Pharmaceutical Society, Medical centre, Hartshill, at 7.45 pm. Dr F. Ratcliffe on "Sleep".

Wednesday January 7

Leicester Branch, National Pharmaceutical Union, Belmont Hotel, De Montfort Street, Leicester at 7.45. AGM. Roche Products Ltd "new business deal".

Thursday, January 8

Huddersfield Branch, Pharmaceutical Society, Spotted Cow Hotel, New Hey Road, Salendine Nook, Huddersfield, at 8 pm. Dr S. L. Henderson Smith on "Voluntary euthanasia."

Swindon Branch, Pharmaceutical Society, Room 4, Wyvern Theatre, Swindon, at 8 pm. Mr John Watkins, MRCVS, on "Events in the life of a veterinary surgeon."

Thames Valley Pharmacists Association, Winthrop House, Surbiton, at 8 pm. Mr N. J. Van Abbé on "Spectrum" (slides on photography).

Advance information

Scottish department, Pharmaceutical Society, Dr R. J. McBride, senior lecturer on pharmaceuticals, Heriot-Watt University, Edinburgh, on "Contact lens solutions", Society's House, 36 York Place, Edinburgh, January 14 at 7.45 pm.

Royal Society of Health, Central Hall, Westminster, London SW1. Two-day conference on "The re-organised NHS—two years on", January 13-14, fee £19.98 non-members, £17.82 members. Details from RSH conference department, 13 Grosvenor Place, London SW1X 7EN.

Royal Society of Health, Central Hall Westminster, London SW1, February 12, at 10 am. One day symposium on "The menopause". Registration: members £5.67, non-members £6.75. Details from Conference Department, Royal Society of Health, 13 Grosvenor Place, London SW1X 7EN.

International Union for Health Education, 9th international conference on health education, Ottawa, Canada, August 29-September 3. Details from CHESS, PO box 2305, Station "D", Ottawa, Ontario, Canada K1P 5K0.

Company News

LR Industries and Sanitas form new company

LRC International have integrated the accounting functions of LR Industries Ltd and Sanitas Group Sales Ltd, with the formation of a new company LR/Sanitas Ltd.

All orders should be sent to Sanitas House, Stockwell Green, London SW9 9JJ, but other selling arrangements will not be affected at this stage.

This development is part of LRC International's "extensive rationalisation" referred to recently by the chairman, Sir Edward Howard. The company have achieved almost a 30 per cent increase in pre-tax profits from £1.85m to £2.4m in the six months to September 30, 1975 and Sir Edward believes the improvements are the result of moves towards a "slimmer and healthier" company.

Sales rose by nearly 12 per cent to £31.9m. The figures were not affected directly by the Monopolies Commission ruling to reduce the price of contraceptives, which only came into effect on December 1, 1975.

Coty/Pfizer amalgamation

The amalgamation of the consumer businesses of the Pfizer company has been announced by Edmund J. Pratt jnr, chairman of the board. The world-wide Coty, Leeming Pacquin and mass Pfizer International consumer businesses will all merge and come under the presidency of Mr Henry L. Ross jnr, currently vice-president of Pfizer Consumer Products and president of Coty.

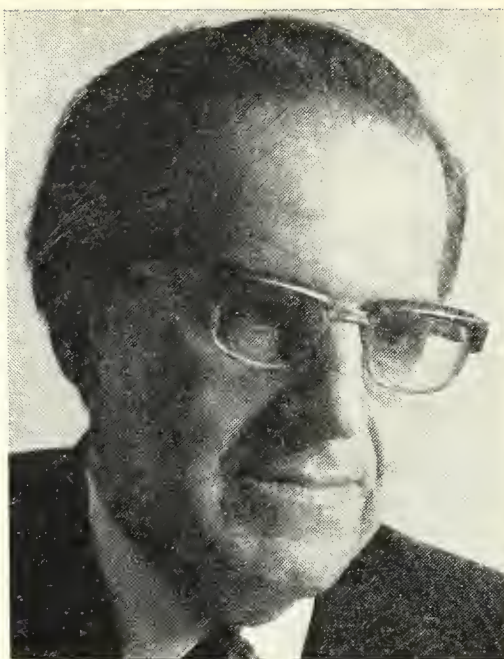
Bob Tagert, managing director of Unicliffe in the UK, has been appointed vice-president, International Consumer Products. He will be based in New York and will be responsible for the overseas Coty and mass consumer business. A Dubliner by birth, Bob Tagert joined Unicliffe in 1971 as managing director and he has been responsible for a great deal of the company's growth.

Crawford Graham, vice-president and managing director of Coty UK, has been appointed a vice-president of the new organisation and he will assume responsibility for all Pfizer consumer products in the UK. He will report directly to Bob Tagert in New York. In his new position Crawford will be responsible for Limmits, TCP, Hai Karate, Censored, Casablanca.

SK&F set up in Ireland

Smith Kline & French (Ireland) Ltd has been formed to control SK&F operations within the Irish Republic.

After what the company describes as 18 very successful years with Albright & Wilson Ireland Ltd, business has grown until an independent distribution centre has become a viable proposition. The new



Mr P. W. Cunliffe, ICI Ltd (see below)

company is now distributing products previously handled by A&W on behalf of SK&F and Eaton Laboratories.

General manager is John Hyde and sales director is Karl Quinn, MPSI, who is chairman of the pharmaceutical committee of the PCA. The company is operating from new premises at Kylemore Park North, Kylemore Industrial Estate, Dublin 10.

Glaxo expands in France

Laboratoires Glaxo SA, Glaxo Holdings' French subsidiary, is to extend its Evreux factory by about one-third. The expansion programme includes a new tablet department and extensions to several existing manufacturing departments. The cost of the project is in the region of £600,000. This is the second time that Glaxo's Evreux factory has been extended. Originally commissioned in 1968, the factory was doubled in size in 1972.

Briefly

The marketing department of Jackel & Co Ltd is returning to Kitty Brewster Estate, Blyth, Northumberland NE24 4RG, on January 5, (telephone Blyth 66211).

Mead Johnson is now operating as a separate division of Bristol-Myers Co Ltd, Stamford House, Langley, Slough SL3 6EB. A specialist team of hospital representatives has been established to deal with the range of nutritional products and the sales manager is Mr Jack Sereeton.

Appointments

Imperial Chemical Industries Ltd: Mr R. G. Hoare, chairman, pharmaceuticals division, since 1967 and immediate past president of the Association of the British Pharmaceutical Industry, will retire on March 31 and will be succeeded by Mr P. W. Cunliffe at present a deputy chairman of the division. Mr Cunliffe joined the division in 1950 and worked in overseas sales departments before being appointed to the division board in 1968 as services director. In 1970 he became overseas director and was appointed a deputy chairman in 1971. On April 1, Dr A. Hayes, now European director, will become a division deputy chairman; Mr R. Booth, services director, will be European director; and Mr K. A. McKinlay personnel director.

Market News

Some chemicals dearer

London, December 30, 1975: A number of pharmaceutical chemical prices were increased last week. They included iodides, resublimed iodine and hydroquinone. Liquid paraffin BP and white oils are being increased by 15 per cent from January 1; some makers are believed to have introduced higher schedules before Christmas. However, soft paraffins are unaltered for the time being.

Some of the vitamins were being increased as from January 1; the new rates will be published next week.

Menthon from Brazil eased in the forward position but that from China turned dearer by £0.50 kg. Again lower were Canada and Peru balsams, cascara, hydrastis, henbane and Costa Rican ipecacuanha. Also weaker were benzoin, sarsaparilla and styrax. Russian liquorice root is short on the spot and shipment offers were scarce, most of the trade being done with the US. Dearer were cherry bark, lemon peel and podophyllum root.

Pharmaceutical chemicals

Hydroquinone: £2.08 per kg for 250-kg lots.
Iodides: £ per kg

	under 50-kg	50-kg	250-kg
Potassium*	3.61	3.48	3.46
Sodium	4.71	4.59	—

* For crystals and granules.

Iodine: Resublimed in 250-kg lots £4.78.

Isoprenaline: Hydrochloride £45.00 per kg; sulphate £40.00.

Paraffins: Liquid BP heavy £1.528 gal; light BPC £1.376 for 1-5 drum lots; technical white oils WA23 £1.269; WA21 £1.217. Petroleum jelly BP soft white £250.20; yellow BP from £190 to £240 as to grade and source.

Crude drugs

Benzoin: BP £62.00-£65.00 cwt spot; £56.00-£60.00, cif.

Balsams: (kg) **Canada:** £14.30 spot; £14.00, cif for shipment. **Copaiba:** BPC £1.65 spot; £1.60 cif. **Peru:** £4.40 spot; £4.10, cif. **Tolu:** £3.15 spot.

Camphor: Natural powder, £5.60 kg duty paid. Synthetic £0.65.

Cascara: £860 metric ton spot; £630, cif.

Cherry bark: Spot £540 metric ton; £530, cif.

Henbane: Niger £970 metric ton spot; £940, cif.

Hydrastis: £7.40 spot; £7.20, cif.

Ipecacuanha: (kg) Costa Rica £3.40 spot; £3.25, cif. Colombian £5.30; £5.15, cif.

Kola nuts: £195 metric ton spot; £190, cif.

Lemon peel: Unextracted £950 metric ton spot; £930, cif.

Liquorice root: Chinese £190 metric ton, cif. Russian £225 spot; £210, cif, both nominal. Block juice £1,130. Spray-dried £1,050.

Menthhol: (kg) Brazilian spot £9.90 kg; shipment £9.50, cif. Chinese £10.50 duty paid; £10.50, cif.

Podophyllum: Root £580 metric ton spot; £570, cif.

Sarsaparilla: £1,200 metric ton spot; £1,150, cif.

Styrax: £2.75 kg spot; shipment £2.65, cif.

Essential and expressed oils

Cinnamon: Ceylon leaf £2.20 kg spot; £1.80, cif. **Clove:** Madagascar leaf unobtainable on spot; £2.00 kg, cif.

Eucalyptus: Chinese 80-85 per cent £1.50 kg spot; £1.40, cif. Spanish/Portuguese £1.70 spot.

Lemongrass: Spot shipment £4.00 kg; £3.75, cif.

Peppermint: (kg) Arvensis Brazilian, £3.70 spot and shipment. Chinese £3.70 spot; £3.60, cif.

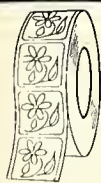
American piperata £15.00-£20.00 as to source.

Petigrain: £4.00 kg spot; £3.70, cif.

Sassafras: Chinese £1.80 kg spot; £1.65, cif. Brazilian £1.65; £1.55, cif.

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Proceedings

Proceedings under Section 23 of the Patents Act 1949

NOTICE OF INTENTION TO PRESENT A
PETITION TO THE COURT

**IN THE HIGH COURT OF JUSTICE
CHANCERY DIVISION
GROUP A**

IN THE MATTER OF Letters Patent No. 953,695 dated the 18th day of July 1960 granted to NATIONAL RESEARCH DEVELOPMENT CORPORATION, a Corporation established by Statute, whose registered office is now at Kingsgate House, 66-74 Victoria Street, London SW1 in respect of an invention entitled "Derivatives of Cephalosporin C"

AND

IN THE MATTER OF The Patents Act 1949

NOTICE IS HEREBY GIVEN that it is the intention of NATIONAL RESEARCH DEVELOPMENT CORPORATION to present a Petition to the High Court of Justice, Chancery Division, praying that the term of the above Letters Patent may be extended.

AND NOTICE IS FURTHER GIVEN that on Wednesday the 17th day of March 1976 at 10.30 o'clock in the forenoon or so soon thereafter as Counsel may be heard National Research Development Corporation intends to apply to the Court for Directions fixing the date of hearing of the Petition and other Directions.

Notices of Opposition to the Petition must be lodged not less than 7 days before the date above mentioned at the Chancery Registrars' Office, Royal Courts of Justice, Strand, London WC2. Documents requiring service upon National Research Development Corporation pursuant to the Rules of the Supreme Court, Order 103, may be served at the offices of the solicitors to the said Petitioner.

Dated this 16th day of December, 1975.

REYNOLDS PORTER, CHAMBERLAIN & CO.,
Solicitors for the said Petitioner of and whose address for service is

Chichester House, 278/282 High Holborn,
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Runcorn New Town



Murdishaw Pharmacy

Runcorn Development Corporation is inviting applications from pharmacists interested in establishing a practice to serve part of the New Town.

Initially a lease is available of a dwellinghouse converted for use as a pharmacy and located adjacent to a temporary Health Centre and it is hoped that in the future a permanent unit will be provided adjacent to the proposed permanent Health Centre. This opportunity will interest a pharmacist wishing to work closely with the medical practitioners in the Health Centre and to concentrate on the professional aspects of the business.

A full Prospectus and General Particulars together with an application form is available from:

I. H. M. McLaren Esq., A.R.I.C.S.,
Chief Estates Officer,
Runcorn Development Corporation,
Chapel Street,
RUNCORN, Cheshire. Tel: Runcorn 73477 Ext. 317.

The closing date for completed application forms is
22 January 1976.

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